D. E. Dorch.

PACIFIC FRUIT EXPRESS COMPANY

December News Letter

San Francisco, December 19, 1957

ALL P.F.E. EMPLOYEES:

P. F. E. Loadings

	1957			1956		
	PFE Cars	Foreigns	Total	PFE Cars	Foreigns	Total
November	25,266	988	26,254	27,263	1,224	28,487
Jan.-Nov.	307,246	25,733	332,979	323,996	35,534	359,530

These figures indicate a decrease of 7.8% for the month of November and 7.4% for the first 11 months of the year.

Car Situation

Our car supply generally has been satisfactory although on several occasions temporary stringencies have been felt in some areas. Having protected heavy pre-Christmas market demand, we will be able to continue diversion of New England releases to B.A.R., at least through remainder of December and possibly through the first half of January. This, however, will require constant vigilance to see that all other releases are hurried to contract lines with minimum delay, and distribution forces in all Districts will need to continue working with the low car supply that is fast becoming "normal" supply. With the diminishing loadings in prospect for the next year or more we must learn to make the most of what we have to work with.

Crop Conditions

Along Southern Pacific:

Oregon. Trucks continue to handle the bulk of potato shipments from Klamath Basin. Movement of storage pears from Medford will continue through the winter in accordance with market demands. Frozen foods and canned goods, principally items in Willamette Valley, will move in normal volume; however, canned goods loading is somewhat lighter than last year as result of availability of "DF" cars.

Northern California. Porterville citrus is the heaviest single commodity moving from Central District and on the basis of reported freeze damage to Florida crops there should be a ready market for the fruit through the winter. In Western District winter vegetables from Salinas will continue in light but steady volume. Canned goods from East Bay and San Jose is in seasonal volume but below last year due to increased loading of "DF" cars.

Southwest District: From now until mid-April the Southwest District will originate the bulk of business from West Coast territory. Lettuce deals are in full swing in Imperial and Yuma Valleys and the deal in Salt River is just winding up. Vegetable movement off F.C.delP. is under way and should increase steadily with good markets anticipated for next several weeks. Carrots, cabbage and miscellaneous vegetables from Imperial Valley, celery from San Diego, and

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miscellaneous vegetables from Guadalupe-Santa Maria district will continue in normal seasonal volume next several weeks.

T&NO. Two periods of freezing temperatures were experienced in principal Texas producing areas during first half of September. The first freeze resulted in a loss of around 250 carload shipments of tender vegetables in Eagle Pass-Uvalde district, Rio Grande Valley, and Laredo. The second freeze on December 11 caused some damage to young plants and burned outer leaves of mature lettuce and cabbage. Principal effect was to hold back maturity so that loadings for December will not be up to earlier expectations.

Along Union Pacific

Utah-Idaho District. Idaho completed its potato harvest under ideal weather conditions. Production was excellent as to size, quality and yield, with indications of an increase of about two million bags over the 1956 crop. Market and demand have enabled an orderly and consistently heavy movement which, so far, is well ahead of last year's volume.

Northwest District. The exceptionally heavy apple and pear crops from Hood River and Yakima Valleys and now in the various Northwest storage houses should make for a continued heavier-than-normal fruit movement through the winter. Other loadings consist principally of canned goods, frozen food, beer and nursery stock. By furnishing mechanical cars for beer loading from Seattle area to California it is expected some business may be recaptured from highway transports.

Eastern District: The Western Nebraska potato crop, now in storage, was lighter than that of 1956. However, quality is good. Shippers are holding stock waiting for better prices. The bulk of this crop generally is shipped in trucks. Meat, packing house products and other miscellaneous items should continue in normal volume from the metropolitan areas along the Missouri River.

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In my travels through the shops, stores, ice plants, etc., I have noticed all too frequently instances of waste in various forms: tools not properly protected from damage, waste in use of materials going into our car construction and repair, excessive loss of ice and salt around platforms, etc. While we have handled this subject from time to time in the past, our lowered revenues and the prospects for a continuation of that trend for some time to come makes it imperative that we "Lighten up" our handling all along the line. Our material costs are high and, while we do not know the percentage of that cost represented by waste and similar losses, the sums involved are substantial on a property the size of P.F.E.

We, therefore, intend to inaugurate a campaign in the Pacific Fruit Express Company to reduce these losses. We will need to have the earnest help of every employee, and I'm sure we can count on you. Won't you "pitch in"? I hope we can make this campaign as successful as our safety program.

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An unusual item of interest is submitted by Agent C. O. Kleburg of Omaha, involving the movement of PFE car 300425, mechanical refrigerator. On October 21, 1957 this car was loaded by Campbell Soup Co., Omaha, to the same at Sacramento, Calif. It was returned under load on November 4, 1957, to Campbell Soup at Omaha. Car was reloaded by Campbell Soup on November 6, to Campbell at East Modesto, Calif. It left Modesto on November 15, shipped by California Vegetable Concentrate Co., again to Campbell Soup, South Omaha, Nebr., and was reloaded on November 25 by Campbell for movement to Sacramento. Campbell Soup must have a financial interest in this particular car! At any rate, it is providing good steady revenue for P.F.E. and its owners.

My best wishes to each of you, for a Merry Christmas and a Happy New Year.

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